

AGROINDUSTRY AND FOOD

N.	SECTOR	COUNTRY	COMPANY NAME	CONTACT PERSON	COMPANY PROFILE	TYPE OF RESEARCHED PARTNER	WEB SITE
21	FOOD	Bosnia and Herzegovina	KOLMIX Ltd.	Nedžad Mezildžić	Production of food vegetable mixtures, baking powder, vanilla sugar, potato and bread dumplings, Instant polenta.	Find a trading company where they will be able to sell their products	www.kolmix.ba
22	FOOD	Bosnia and Herzegovina	P. Trade d.o.o.	Selva Hadzic	The Company has been operating successfully for 10 years. They are the exclusive importers and distributors of Lavazza coffee in the territory of Bosnia and Herzegovina. Also, we are importers of professional coffee machines and mills of the company PROMAC ITALY. In their activities the cover three segments: HoReCa channel, OCS program and Retail program.	They are looking for a manufacturer of catering machines with which they want to establish cooperation with the aim of presenting and selling their products in the market of Bosnia and Herzegovina.	www.ptrade.ba
23	FOOD	Croatia	Dupin d.o.o.	Goran Kurtovic	The Company is exclusive distributor for Croatia for following brands: Lindt, United Biscuits, Twinings, Freddi, Zaini, Lambertz... They are also making hand made products, such as fig cake, pepper cookies, chocolate which we would like to sell on Italian market	gourmet stores - distributors of premium food segment	www.dupin.hr
24	FOOD/BAKERY	Croatia	Mlinar d.d.	Damir Kozul	They are the biggest Croatian bakery, with more than 1700 employees. Together with more than 180 shops and with the biggest factory in this part of Europe. They produce fresh and frozen products, our main product is called "Burek" - It is a phyllo pastry product filled with cheese, meat, potato or spinach.	Distributor of frozen products, retail, HoReCa	www.mlinar.hr

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25	FINE FOOD	Croatia	Stella Mediterranea d.o.o.	Andrija Polić	<p>Stella Mediterranean d.o.o. exists on market since 2009. and from 2001. till 2009. As a family craft Stella Croatica. Manufacture in Klis has all of the certificates of quality control and safety of raw materials and products. The entire process of production of the purchase, from qualifying for the trade, is carried out under the supervision of institutions that are responsible for this segment of charge. HACCP, HALAL, ROSTA are only a part of the certificate that our production possesses. 78% of the total production is effected in exports. That is one of the facts that guarantee seriousness of Stella Mediterranean d.o.o.</p> <p>Production facility in Klis was built in 2012. with the help of EU funds (IPARD programme) and in 2014. we will finish new production facility for production of food supplements based on Mediterranean plants. Building is already started and again we applied for EU funds.</p> <p>Their products are categorized into several groups: virgin olive oil - extra (with flavours of lemon, orange, basil and rosemary), honey with extras, traditional biscuits (from olives, almonds, figs), traditional sweets (arancini, almonds in sugar, dry figs, dried fig cakes), traditional liquors (from the dried figs, carob and cherry) and product group jams that are among the best jams on the market (of dried figs, prunes, cherry, strawberry, raspberry and blackberry).</p>	<p>They would like to contact fine food and delicacy shops.</p> <p>We would present our products to people from sales department from these shops. Also we would like to talk with distributor which have distribution channels through which we can offer our delicacies to Italian market</p>	www.stella-croatia.hr
26	FOOD INDUSTRY	Croatia	Prehrambena industrija VINDIJA d.d.	CEO, Dragutin Drk, Bs.Sc.	<p>Through primary activity of the VINDIJ GROUP is production of a wide assortment of milk and dairy products (pasteurized and sterilized milk, milk with functional additives, fermented products, milk desserts, cream cheese desserts) cheese (fresh, semi-hard, hard, cheese with noble moulds), cheese spreads, milk spreads, cream cheese, non-alcoholic and functional drinks and fruit juices, as well as a variety of poultry meat and poultry products (chicken and turkey - fresh, frozen and breaded products) which they sell and distribute regionally but export also to most of European countries.</p> <p>They are renowned on the market as being an innovative producer, keen to apply new nutritive accomplishments.</p>	<p>The VINDIJA Group is interested to meet Italian retailers of food products, as well as distributors of food products (dairy assortment, soft drinks & fruit juices and poultry meat and meat products). The interest would be to talk about possibilities of introducing Vindija products to the Italian market through the mentioned distribution channels.</p>	www.vindija.hr

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27	FOOD PROCESSING	Croatia	PREHRANA d.o.o.	Dijana Mihalić	<p>Prehrana d.o.o. is one of the leading and one of the oldest manufacture of sauerkraut, turnip, vinegar products and pumpkin seed oil in Croatia.</p> <p>With getting the certificates of "Origin Croatian" for Varaždin sauerkraut, Varaždin turnip, Varaždin pumping seed oil and with the certificate "Croatian quality" for all sorts of our vinegar products, we are only confirming the top quality of our products. Our company is highly export oriented, and all our products are appreciated in many countries, specially in Germany, Austria, Switzerland, Netherlands, Sweden, Great Britain, Japan, Slovenia and Bosnia</p>	<p>The main goal is to find a buyer of our products</p> <p>The Company produces and packs:</p> <ol style="list-style-type: none"> 1. vinegar (alcohol, wine and apple cider), 2. balsamic vinegar (first produced in Croatia, on what are we very proud), 3. pumpkin seed oil 100% 4. pumkin seed salad oil (a mixture of 80% sunflower oil and pumpkin seed oil 20%) 5. and sauerkraut (we are the biggest factory in the EU as regards the production of sauerkraut head) <p>Also we make PL for several companies in Croatia, in small (for RETAIL) and professional (for HORECA) sizes, and also for Sweden, Bosnia, Switzerland, Bosnia, England, Japan, German, Austria, Slovenia ...</p> <p>We are interested in promoting it to your country as well, given that their quality, their wide range of use and their affordable prices make extremely competitive in the market.</p> <p>In our times of recession the combination of high quality and particularly low price is the key to a successful retail and</p>	www.prehrana-varazdin.com
28	FOOD	Croatia	EUROVOČE ltd.	Dejan ALEKSIĆ	<p>Eurovoće from Croatia was established in August 2002. From the very beginning the group cultivates expansive business policies which lead to it becoming the largest producer of pasteurized fruits and vegetables in this region with an annual processing of 15 thousand tons of fruits and vegetables. Eurovoće has three main production programs: sour (pickles, chutney, peppers, beets, hot peppers, mixed salad), sweet (jams, marmalade, compote) and the HORECA program (refers to the program for kitchens in hotels, restaurants and cafes).</p>	<p>They have interest for the establishing contact with the potential buyers of our products;</p> <p>with the company's that we could establish technical cooperation (e.g. equipment manufacturers) and production cooperation with companies that produce the same/similar products etc.</p> <p>Expectation from the meetings: establishing contact with potential partners.</p>	www.eurovoce.hr

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29	FOOD	Croatia	PLODOVI FRUCTUS LTD.	HRVOJE RADIC	Plodovi Fructus Ltd is the leading company in the area of SE Europe, specialized in organization of production, repurchase and tribution of fresh fruit and vegetable. Annually we supply 220.000 tons of products, grown in Croatia, Macedonia, Bosnia and Herzegovina and Serbia to 15 countries Europewide. Our main products are: apple, watermelon, onion, carrot, mandarin, peach, nectarine, grape and potato.	They have interest for the establishing contact with the producers of fresh fruits and vegetables; with potential buyers of our products; and with companies with which we could establish technical cooperation (e.g. equipment manufacturers), with the organization that could help us in entering in the Italian market etc. Expectation from the meetings: establishing contact with potential partners.	www.plodovifructus.hr
30	FOOD PROCESSING	Egypt	SPECIAL FOOD INDUSTRIES INTERNATIONAL	Yomna El-Sheridy	The Company is manufacturer and export of sundried tomato, table olives and artichokes.	Direct customers and joint-ventures	www.sfi-egypt.com
31	FOOD	Egypt	NOI VOI	Samy Elsayed	The Company has been working since 2009 in the field of import and export of food and beverage. They import from Italy pasta, olive oil, juices, vinegar, souces, biscuits and sweets, pet food.	All companies which working in food stuff and beverages.	
32	FOOD TRADER	Egypt	ELTAWOOS FOR TRADING AGENCIES	Ayad Wassef	The Company is importing canned food, vinegar, biscuits, pasta, coffee and plastic products	The Company is interested in foodstuff, plastic and plastic machine	
33	FOOD STUFF	Egypt	NAFEA	Shahira A. Fouad	Importing and exporting fresh fruits. They are in the process to establish a food processing line to complete their core business, which reflects export market demand	They looks for a partnership in the field of food sector; food process - fresh sector; they need to develop joint venture partnership tp expand business in Africa and Arab countries which has a high potential market.	www.nafea-group.com
34	FOOD	Lebanon	MOUNIR BSAT FACTORIES	Karim Bsat	The Company is one of the leaders in the field of manufacturing Halawa and Tahina and canned food in Lebanon and in the Arab Countries.	The company is looking for Italian distribution company specialized in trading with food in general and ethnic food in specific	www.mounirbissat.com
35	FOOD	Lebanon	MYMOUNE S.A.R.L.	Younna Goraiev	The Company is a producer of 100% natural, handmade jams, syrups, vinegars, sumac, thyme and other fine foods. Its main advantages are the high quality of raw materials, traditional recipes used, and the natural processes throughout all the production cycle, and a total absence of additives and colourings.	Their ideal partner is an importer of fine items, specifically foods, that can understand the added value in the quality of the product, as opposed to the single economic outcome. The partner should also have a thorough understanding of the local market and economic trends, and preferably a wide geographical presence.	www.mymoune.com

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36	FOOD PROCESSING	Montenegro	Eko-Medusa		Breeding, purchasing, and processing of fruit and vegetables	Partners in technology transfer, production enlargement, licencing, exporters of fruit and vegeables processing equipment, know-how, packaging, labelling, export-import of final products	www.ekomeduza.me
37	AGRO FOOD INDUSTRY	Morocco	AICHA - LES CONSERVES DE MEKNES	Jamila Ait Akka	<p>LES CONSERVES DE MEKNES established in 1929, has built its reputation of excellence around the famous brand of jams AICHA before extending its expertise to tomato paste, ready to use sauces for tagines, condiments, seed oil and olive oil. True to its tradition of quality "beyond the norms" LES CONSERVES DE MEKNES has become a reference in the agro-food industry in Morocco. Starting with the selection of raw materials to satisfying the on-going changing needs of consumers and the introduction of new technologies in the production process LES CONSERVES DE MEKNES gives itself the best assets to reinforce a well-deserved leadership.</p> <p>HIGHLIGHTS ABOUT AICHA - LES CONSERVES DE MEKNES</p> <ul style="list-style-type: none"> □ Largest producer of tomato □ Largest producer of truffles □ Market leader in jam □ Largest exporter of olive oil from Morocco <p>We are keen to establish partnership with Italian companies to extend the existing AICHA range by producing new products as well as to market AICHA range in the country.</p>	<p>Direct customers</p> <p>Franchising</p> <p>Representant</p> <p>Main Distribution</p> <p>License</p> <p>Importer</p> <p>Joint venture</p>	www.aicha.com

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38	ORGANIC FOOD	Serbia	BIOSIL Ltd	Natasa Milanovic	Biosil Ltd. based its business on production and processing of organic fruits and vegetables. From its early days, the company was recognized for innovation in food technology, such as winning a Gold medal at Eureka 1990. From then on, innovation in organic food production is driving force of the company, while the company is also promoting environmental protection and sustainable development. The Company also has three cooperating farms, who are producing organic vegetables and fruits for processing in Biosil Ltd. Overall, with cooperating farms, there are 30 hectares under organic production. Since 2012, Biosil Ltd. is the first local company that started distribution and packaging of fresh organic vegetables and fruits for large distribution chains in Belgrade. It cooperates with Delhaize Group, Veropulos, Idea and Mercator.	Joint venture and importer. They are interesting to contact the company who are interesting in joint venture for our innovating technology for utilization the vast from vegetables, fruit and grapes. Also they are interesting to contact the company who are willing to license our patent technology for processing the beetroot juice.	www. biosil.rs
39	FOOD	Serbia	RESAVA-KOMERC	Marija Stevanovic	The Company's main activity is the primary and secondary agricultural production and trade of food and chemical goods also, where it takes the leader position in Svilajnac. In addition, the Company has a retail store in its structure. The Company employs three full-time employees but because of the seasonal nature of the work it has plenty of seasonal workers. Primary agricultural production means growing paprika, hot peppers, cucumbers and beets. Secondary agricultural production refers to the processing of vegetables and production of finished products: pasteurized cucumbers, hot peppers, paprika, mixed salad and beets. Production of vegetables is organized on 5 ha of arable land, as follows: <ul style="list-style-type: none"> • paprika and hot peppers are grown on 1 ha, • cucumber are grown on 2ha • beets are grown on 2ha. 	Direct customers, representants, main distribution	
40	FOOD	Tunisia	TANIT MEDITERRANEUM	Sahb Bichiou	The Company produces and sells olive oil	Direct customers and importers	
41	FOOD	Tunisia	TUNIFOOD	Mustapha Mechim	The Company is specialized in the sea food freezing (90% of their production is exported to Italy)	Importers, maindistributors and customers	